

REAL ESTATE AND BUILDING NEWS.

Westward the Star of Empire Took Its Flight During Last Week.

BIG WEEK'S DOINGS TOLD IN NUTSHELL

Demand for Business Property. Conservative Men Discourage Speculation—Deals of Past Week Purely Investment—Boomers Not in Evidence.

General activity characterized the real estate market for the past week. The total of sales was away up yonder, extending considerably over \$200,000, maybe more than a quarter of a million.

A feature of the week's work, and a decidedly pleasing feature, was that speculators were not very much in evidence, but that most of the sales were made to men and women who bought for permanent investment, the majority of the purchasers being people who purpose building upon and improving the property they acquired. While activity was general and sales were made in all parts of the city and in the suburbs, the fact remains that the bulk of the buying and selling was in the western part of the city and in the suburbs to the west and the north.

Every real estate agent in the city had good business, either actual or prospective. At the same time that peculiarity of the real estate business which makes a week sometimes busy for one man makes it dull for another was noticeable.

Some of the Big Deals. Pollard & Bagby, Denoon & Co., J. Thompson Brown & Co., N. W. Bowe & Son, Williams & Vaughn, Sutton & Co., Blanton & Purcell, Pizzini & Co., Richeson & Crutcher, Amos & Ponder, and perhaps two or three others may be said to have been the leaders during the past week, so far as consummated business was concerned, but if there is an agent in the town who failed to make one or more "touchdowns" during the week the reporter's genius failed to find him.

Perhaps the largest single sale of the week was made by Pollard & Bagby. They sold the splendid business property at the southeast corner of Laurel & Broad Streets to W. T. Shepherd for \$71,500. It is understood that the property is to be improved by the purchaser.

The same firm sold 400 feet of vacant property on Stuart Avenue and the residence 401 East Cary Street to Mrs. M. D. Johnson.

Through the same agency M. S. Hewitt became the purchaser of fifty feet on Monument Avenue, for which he paid \$110 per front foot. At the same price, Moses Rose became the owner of fifty feet on the avenue, and he announces his purpose to build thereon a handsome residence. Through the same agency, R. M. Lynn bought 105 feet on the south side of Monument Avenue, near Tilden Street, for which he paid \$15,000.

Higher Garage, Perhaps. Pollard & Bagby sold for John P. Branch eighty-seven feet on the south side of West Broad Street, between Harrison and Ryland Streets, and got for it \$17,200. The Gordon Motor Company were the purchasers, and inasmuch as they bought for \$10,000 from Dr. Stuart, McGuire fifty feet of adjoining property, the supposition is that the company will erect there an immense garage, although the Gordon people were reticent when approached yesterday on the subject. Pollard & Bagby sold other property in the western part of the city, their total sales for the week aggregating considerably more than \$100,000.

No Need for Excitement. The inquiry and the demand for building sites in the western part of the city and on the western suburbs are almost phenomenal. It should not be inferred, however, that the inquirers and the people who are furnishing the demand are in any humor to pay fantastic prices. They simply realize that the star of empire is moving westward in a quiet way, and they have their eyes on home sites under the luminary, but the holders of this property can easily turn the course of the star by putting a fancy valuation upon the ground upon which it is momentarily shedding its rays. The brilliant could shine just as well in another direction, and will do it, too, if the cost of shining in the west is too heavy.

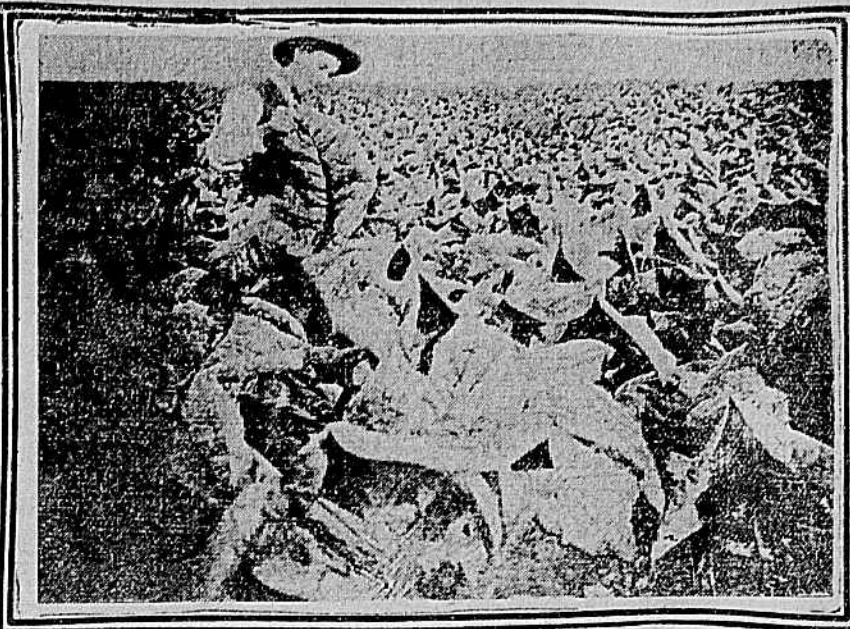
It must be said that holders of far West End property are in no way disposed to be exorbitant, but are really doing all they can in a legitimate way to encourage home-builders to get into that section.

The West End Land Company made some very large sales during the past week, as did also the agents who handle Lee Annex and Lee District property.

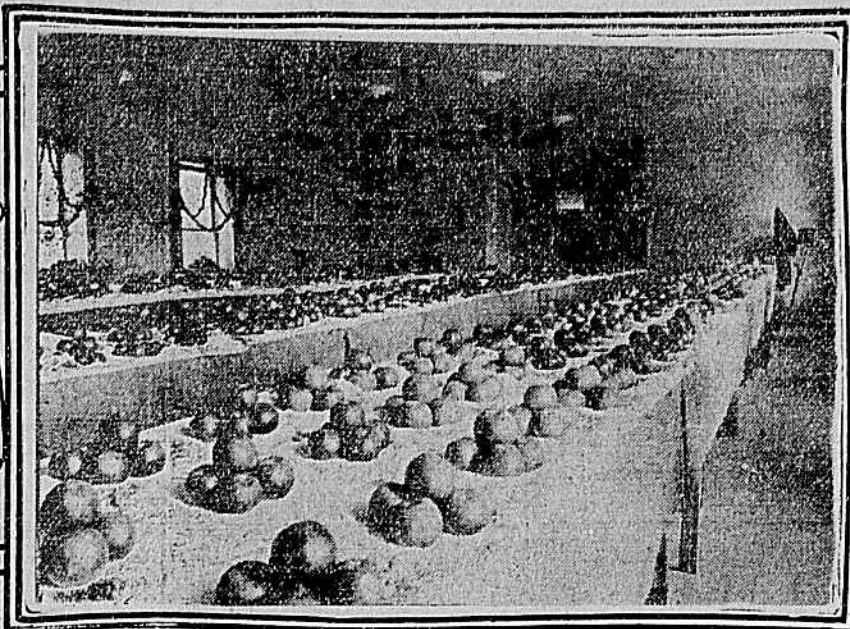
More Business Property Wanted. The agents generally still complain of the fact that there is so little business property on the market to meet the industrial demands. There is probably not an agency in the city that has not inquired for eligible business property, but they all say that either the holders will not turn the same loose, or that they put the figures so high as to make it practically prohibitory.

Nevertheless there is a good deal of talk about much business building to be started during the coming spring. There are rumors in the air about more skyscrapers, and they do say that some of them are going to be up on Broad Street. A well-informed real estate agent yesterday said to "Times-Dispatch" representative: "Don't you get the idea into your head that all of the high and imposing buildings of a business character in Richmond are going to be clustered on Main Street. Broad Street is going to branch out, or up, as the case may be, and I should not wonder if

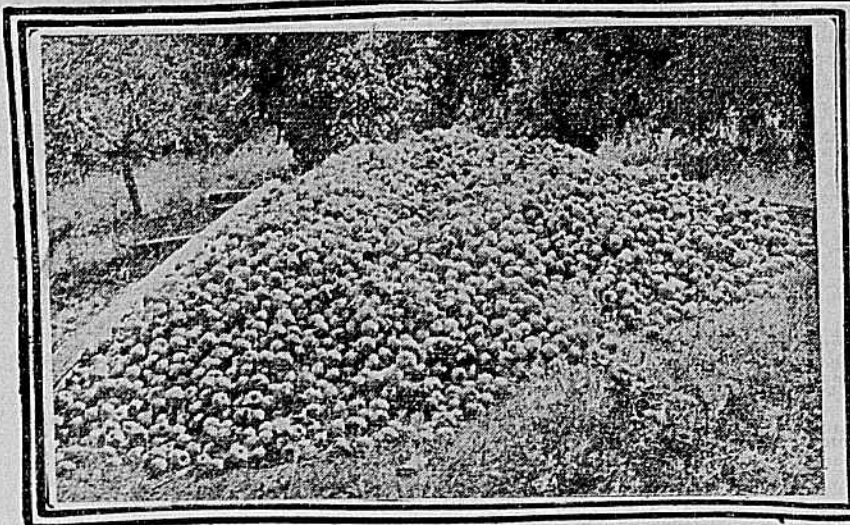
WEALTH IN OLD VIRGINIA



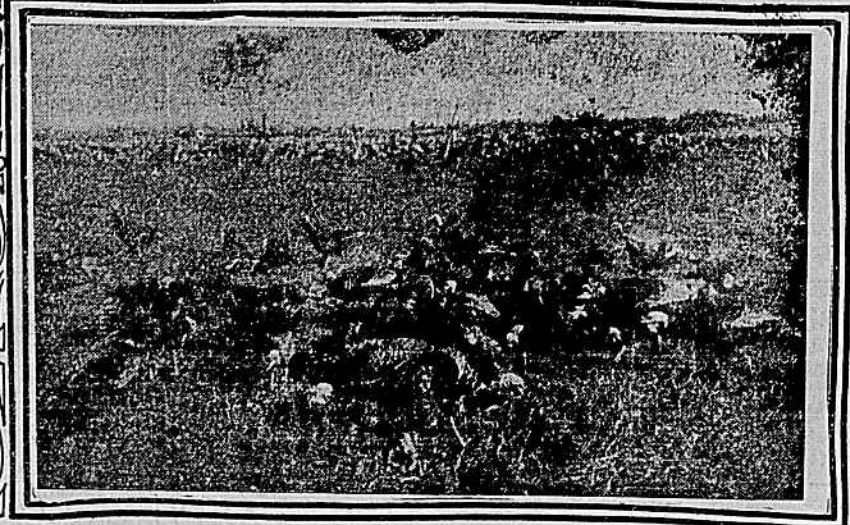
WHITE BURLEY TOBACCO GROWING IN VIRGINIA.



VIRGINIA APPLES ON EXHIBITION.



ALBEMARLE PIPPINS.



THIRTY-TWO TURKEYS, PRODUCT FROM ONE HEN.

MUCH BETTER CORN AND MORE OF IT

That Seems to Be the Watchword All Over Old Virginia To-Day.

GOOD WORK IS APPRECIATED

Times-Dispatch's Effort to Awaken Greater Interest in Corn Culture Brings Fruit.

BY FRANK S. WOODSON.

The Times-Dispatch really did not know how wisely it was building when about a year ago it started a movement to create a greater interest in the matter of corn-growing in Virginia. Of course, The Times-Dispatch knew that the lands of old Virginia could grow the best corn in the world, and somehow it believed that if the farmers of the old State would give strict attention to the best methods of corn culture and the best methods of seedling corn and producing from it the best corn, and through long use of the time was near at hand when Virginia would break the records of the Western States, or any other States, in the matter of corn-growing, but really it did not have a superabundance of faith in its ability to stir the corn-growers, and the farmers generally, up to a realization of their advantages, and do it in the short space of a year.

The Times-Dispatch did believe, and did think that in time Virginia farmers would wake up to a realization of their possibilities, but it hardly expected them to do it in so short a time.

More Than Expected. As a matter of fact, this paper thought that the plan it set on foot to induce a big exhibit of corn at the State Fair would be but a starter. None who attended the State Fair were more surprised at the wonderful corn exhibit than the people of "The Times-Dispatch" establishment. That exhibit brought out, as was never brought out before, the possibilities of Virginia as a corn-making State, and the thing that is most to be rejoiced over is that the exhibit and the good things that have been told about it have aroused an interest in corn-making that was never before known in Virginia.

Great Big Side Shows. District corn shows and county corn shows have been held since then in various parts of the State, and they do say that some of these exhibits have really "out-exhibited" The Times-Dispatch Corn King show at the State Fair. The Times-Dispatch has several letters from good friends who have attended these county exhibits, in which they say, "We beat your State exhibit" and then, as if in a kinder apologetic to this paper, they add that they could never have gotten up such exhibits had it not been for the pace that "The Times-Dispatch" set. Good enough. The apology was not necessary. The object of this paper was to encourage corn-growing in Virginia. If it has done that it is happy, and it would rejoice to know that every county and district exhibit since the date of the State Fair has been a continuous improvement on that exhibit.

State Farmers' Institute. In connection with the State Farmers' Institute to be held in this city February 1, 2 and 3, there will be on



PACKING APPLES FOR MARKET.

NEW STATE HIGHWAY OVER MOUNTAINS

Work Starts on Road From Waynesboro to Eastern Virginia.

[Special to The Times-Dispatch.] Waynesboro, Va., January 15.—On Monday, January 10, actual work was started on the grading of ten miles of macadam road leading southeastward from Waynesboro on the right of way of the first graded road in Augusta county, which old road was built eighty-six years ago in pursuance of an act of the Virginia Legislature, passed March 8, 1834, and which road passed over the Blue Ridge Mountains over a grade of some 13 per cent. This old road for three generations was the main highway for the grain of the Valley to the sea coast cities, and through long use the road has become impassable. The State Highway Commissioner of Virginia has selected as a new location the "temporary" track of the Virginia Central Railroad, which in the late fifties operated a narrow gauge railroad over the mountain during the tunneling of the Blue Ridge. This temporary track has a maximum grade of 6 per cent, or five feet rise to every hundred feet, and is to-day in fact, and with increased width will be made serviceable for the macadam, and this road will be again a main thoroughfare for traffic between these prosperous and growing sections of the Old Dominion.

The road has been for a hundred years known as the Rockfish Road, as it connects the Rockfish Valley, in Albemarle and Nelson counties, with the Shenandoah Valley, in Augusta county, and this movement is the joint effort of the above three counties, who have subscribed State, county and private funds for its construction.

An Important Highway. Virginia's Highway Commissioner states that this will be one of the most important roads in the Commonwealth, as it connects by an easy grade the fertile Valley of the Shenandoah with the cities of the East, and traverses miles of apple orchards, farming lands and grazing land, and opens up for the dwellers in the crowded cities available sites for summer homes along the slopes of the mountains within three miles of stations on two main lines of railroad, with sixteen passenger trains daily, and with a mild, dry and absolutely

NEW ENTERPRISES PLANNED IN SOUTH

Industrial Reports Show Marked Activity in This Section.

[Special to The Times-Dispatch.] Baltimore, January 15.—Southern industrial reports for the two weeks of the new year indicate an activity that will result in the establishment of many new and important enterprises and the extension of existing plants. Announcements published in the Manufacturers' Record this week include the following: General Cotton Securities Co., New York and Washington, John Hays Hammond, president, was incorporated with capital stock of \$10,000,000, to operate an improved cotton gin, in connection with improved compresses and a warehouse system issuing negotiable certificates. Carolina-Tennessee Power Co., of New York, preparing to begin the construction of waterpower electrical plants on the Hiwassee River, near Apalachicola, Tenn., the cost is estimated at \$8,000,000, and will include two dams developing 20,000 horsepower for transmission by electricity. Texas Bridge and Equipment Co., Houston, Tex., determined details for construction of its plant at Penn City, including bridge department, machine shop and foundry; this company is connected of Pittsburgh manufacturers, and is capitalized at \$25,000. B. E. Read, West Point, Ga., plans organizing a company capitalized at \$500,000 to build a cotton mill to be operated by electricity. Alice Mill, Ensey, S. C., effected organization, and plans in construction of a 10,000 spindle and 300 loom plant; it is capitalized at \$250,000. Eldorado Water and Power Co., Eldorado, Tex., was incorporated with capital stock of \$20,000. Keyser Table Manufacturing Co., Keyser, W. Va., was incorporated with capital stock of \$100,000. Kentucky Pearline Distilling Co., Henderson, Ky., was incorporated with capital stock of \$100,000. Southwest Terra Cotta Co., Bartlesville, Okla., was incorporated with capital stock of \$150,000 to manu-

ALL MARKETS REPORT INCREASED RECEIPTS

Partial Season Enables Growers to Get Weed in Shape—Buyers Welcoming to Richmond Burley Branch of Leaf Business.

There was a little loosening up of the cold, hard weather, and with rains there came a partial season that enabled the Virginia and Carolina tobacco growers to get a limited quantity of the weed in marketing order for the breaks of the past week. From all of the markets of the two States come reports of larger receipts and better sales. Notwithstanding increased deliveries, the market continues very firm and decidedly more active.

On the Richmond market the quality of the sun-cured goods has shown remarkable improvement, and some top-notch figures were obtained.

The total of sales of sun-cured stock for the four days were between 350,000 and 400,000 pounds, probably a little nearer to the latter figure. Every day prices were well maintained at all the warehouses. The highest price reported was received by George C. Starke, a Hanover county farmer, who sold on Friday at Shockoe Warehouse sun-cured wrappers as high as \$1.10 per 100. Another pile brought \$1.00 and two others \$2.50 and \$2.50. His lower grades sold for \$1.12 and \$1.10, his average on a big four-horse load being a fraction over \$2.00. B. H. Bowles, of the same county, made an average of \$1.10 on a varied lot of 1,650 pounds. Charles Iyaek, also of Hanover county, made an average of \$2.40 for a good load, his highest figure being \$3.00. Mr. Hazell, the proprietor and vigorous auctioneer of Shockoe, reports an average of \$1.50 for his entire Friday's sale of 45,000 pounds. Other warehouses made top-notch figures for the season, all of the receipts showing marked improvement in the quality of the sun-cured goods being offered.

The buyers were out in full force on all of the sales days of the week, showing an eagerness for first-class stock that was very pleasing to the farmer sellers.

WHITE BURLEY MARKET. Larger Receipts and Better Grades of the Far-Famed Burley Types. Market Quotations. Several of the warehouses had ap-

TURKEYS AND FRUIT AND LEAF TOBACCO

Rather an Odd Mixture, But Old Virginia Mixes Up Money Products.

VIRGINIA MAKES GOOD ON ALL LINES

Turkeys Bring Big Money—So Do Apples and Peaches and Pears and All Kinds of Fruits—Varied Products of the Dear Old Dominion.

BY FRANK S. WOODSON, Industrial Editor.

When I get to writing about the varied money-producing industries and money-making products of old Virginia I hardly know where to stop, because the subject is simply inexhaustible, but I have to stop somewhere, because if I do not somebody will be accusing me of exaggeration. Then, if I do stop I am sure to hear from somebody, reminding me that I have left off something.

Well, I can't tell all about Virginia's greatness in one or two, or even a dozen articles. The subject is just too big for that. It will take a year or maybe a decade of writing to get the whole story before the readers of the Industrial Section of The Times-Dispatch, it is so immense.

An Echo From Craig County. Just by way of illustration: Last Sunday I had a story about the greatness of the little county of Craig. Of course, I can't travel all over the State in a week or even a year, and often I have to rely upon information obtained from correspondents and friends from the various sections of the State. I am getting letters every day from these correspondents and friends. As a rule they prove to be pretty accurate in their figures. Sometimes they may overstretch the mark; sometimes their estimates may fall a little short. I have to watch the figures as best I can, and draw a fair average, editing accordingly.

As to that Craig county story, which I confess I got second-hand, but in the main it was accurate, the turkey money was put down at \$55,000. Now comes a letter from O. W. Eans, the secretary of the New Castle and Craig County Board of Trade, in which he has some mighty nice things to say about the write-up and about the writer, all of which are duly appreciated, but Mr. Eans tells me that the turkey business mark was far underestimated, and as proof of that he gives some actual statistics, which statistics are intensely interesting as showing what a big thing the turkey industry of Craig is. I am going to give his figures and his comments just as he sent them to me, and if anybody doubts or questions the same it is up to Secretary Eans to make good.

Big Money in Turkeys. Here are his facts and figures as he has already published them in the New Castle Record, one of the best of the Virginia weekly papers. Says he:

"The Christmas shipment of turkeys from Craig county beat all previous records, both in quantity and quality shipped and the prices paid. Prices ranged from 18 cents for common or culled stock to 23 1/2 cents for fancy grades of dry picked turkeys."

"Some idea of the magnitude of the business can be gained when we state that for the Christmas trade alone, George Sixeas, manager for Swift & Company's branch house at this place, states that something over 100,000 pounds of dressed poultry alone was shipped by his house. Of this amount a car each of dressed turkeys went through to Boston, New York and Philadelphia, besides large express shipments to other points and a carload of live turkeys to the Carolinas. Next, he answered, but I would rather pay 25 cents for a Craig turkey than 10 cents for the North Carolina product."

"The combined Thanksgiving and subsequent shipments are estimated conservatively at about one-third the Christmas shipment, or about \$12,000 in value, making a grand total of \$47,000, or, if divided, a little more than \$10 for every man, woman, and child in Craig. We do not believe the world can beat it."

Home of the Turkey. "The bluegrass valleys of Craig is the home of the turkey, and he reaches the very highest state of perfection. As we were impressed recently with the fact of superiority of the Craig turkey, when in conversation with a buyer from New York the remark was made that turkeys should not be so high here as they were selling at only 14 cents in North Carolina. 'Yes,' he answered, 'but I would rather pay 25 cents for a Craig turkey than 10 cents for the North Carolina product.'"

"We notice in the daily press reports of shipments of 1,300 turkeys from Highland county and of 1,400 from Staunton. These shipments alongside of the Craig shipments would be as a pea to the largest cannon ball."

Now mind you, Craig is not the only county that ships turkeys to the Northern markets. There are Floyd and Patrick, and Henry and Highland and Giles and Albemarle and Augusta and Amherst and others, notwithstanding Secretary Eans's throw-off on them. It is more than probable that old Virginia has drawn on the banks of the Northern section for as much as \$175,000 for turkey money the past year.

How Great Things Grow. In the days when men of my age were boys Virginia did not ship turkeys at all, but only raised them for

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